FORM S-910

# SALES SUMMARY — POUNDS BY MONTH (THOUSANDS)

ORG 2 A

#1 SALESMEN'S SALES BY CUSTOMER — A. GENERAL DISTRICT B. RUBBER ACCOUNTS

#2 PRODUCT SALES BY CUSTOMER — A. TOTAL ORGANIC SALES B. RUBBER ACCOUNTS ONLY

#3 DISTRICT PRODUCT SALES BY CUSTOMER — A. GENERAL DISTRICT B. RUBBER ACCOUNTS

#4 CUSTOMER SALES BY PRODUCTS — A. ALL ORGANIC ACCOUNTS B. RUBBER ACCOUNTS ONLY

MONTH: DEC YEAR: 1960 PAGE NO. 142

| DIST. | SALES-MAN | PROD. GRP. | NAME OF CUSTOMER OR PRODUCT | LAST YEAR SALES | SALES FORECAST FOR CURRENT YEAR | SALES CURRENT YEAR TO DATE | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 04 | 1040 280 AROCLOR DISTILLED NO 1254 | | | | | | | | | | | | | | | |
| 10 | 14 | E | 78125 BIRK PAINT CO INC | 1 | | 1 | | | | | 1 | | | | | | | |
| 28 | 02 | E | 84251 BLOW MOLDERS INC | | | | | | | | | | | | | | | |
| 11 | 01 | E | 85408 BLUE RIDGE TALC CO INC | 1 | | | | | | | | | | | | | | |
| 41 | 05 | A | 86735 BOEING AIRPLANE CO SEATTLE | | | | | | | | | | | | | | | |
| 15 | 02 | G | 86894 A Z BOGERT CO | | | | | | | | | | | | | | | |
| 10 | 12 | A | 87815 BONA FIDE MILLS INC | 3 | | 1 | | 1 | | | | | | | | | | |
| 10 | 08 | A | 89011 THE BORDEN MIDDLESEX N J | 8 | | 1 | | | | | 1 | | | | | | | |
| 07 | 01 | D | 93855 C E BRADLEY LABORATO | | | | | | | | | | | | | | | |
| 44 | 11 | E | 93925 BRADLEY PAINT LOS ANG | | | | | | | | | | | | | | | |
| 03 | 07 | E | 94256 W H BRADY COMPANY | | | | | | | | | | | | | | | |
| 10 | 18 | E | 98391 BRILLIUM METALS CORP LI NY | 1 | | | | | | | | | | | | | | |
| 08 | 05 | E | 98478 BRINER PAINT MFG CO | 4 | | 2 | | | | 1 | | 1 | | 1 | | | | 1 |
| 10 | 19 | C | 100300 BROOKLYN PAINT AND VARNISH | 10 | | 3 | | | | 3 | | | | | | | | |
| 23 | 08 | E | 102650 BROWN SHOE COMPANY | | | | | | | | | | | | | | | |
| 15 | 02 | A | 103550 M A BRUDER AND SONS | 1 | | 1 | | 1 | | | | 1 | | | | | | |
| 23 | 06 | E | 103650 BRULIN & CO INC OAKLAND CA | | | 1 | | | | | | | | | | | | |
| 43 | 02 | G | 103650 BRULIN & CO INC OAKLAND CA | | | 1 | | | | | | | | | | | | 1 |
| 23 | 06 | D | 103653 BRULIN & CO INC INDPLS IND | | | 5 | 1 | 1 | | | | 1 | 1 | | | 2 | | |
| 28 | 03 | E | 104428 BRUSH BERYLLIUM CLEV OHIO | | | | | | | | | | | | | | | |
| 28 | 02 | C | 105200 BUCKEYE FABRIC FINIS | | | 7 | | | | | | | | 3 | | 1 | 1 | 1 |
| 27 | 05 | E | 105827 BUDCO CORPORATION | | | | | | | | | | | | | | | |
| 44 | 11 | E | 107440 BURBANK CHEMICAL CO | | | | | | | | | | | | | | | |
| 15 | 02 | E | 109614 BURROUGHS CORP PHILA PA | | | | | | | | | | | | | | | |
| 08 | 05 | E | 110912 JAMES BUTE COMPANY | 1 | | 1 | | | | | 1 | | | | | | | |
| 43 | 01 | G | 114250 CALIFORNIA INK CO SAN FR | 14 | | 12 | 3 | | 1 | | 2 | | 1 | 1 | 1 | 1 | | 1 |
| 07 | 04 | E | 114388 CALIF POTS CORP CAMBRIDGE | 1 | | | | | | | | | | | | | | |
| 43 | 02 | E | 114579 U OF CALIF BERKELEY CALIF | | | | | | | | | | | | | | | |
| 16 | 01 | E | 114821 CALLERY CHEM CALLERY PENN | | | | | | | | | | | | | | | |
| 07 | 04 | D | 115320 CAMBRIDGE CHEMICAL CO | 1 | | 2 | 1 | | | | 1 | | | | | 1 | | 1 |
| 23 | 06 | E | 116437 CAMPBELL INDUSTRIES | 1 | | | | | | | | | | | | | | |
| 23 | 06 | E | 116559 CAMPBELL ODELL INC | 1 | | 2 | | 1 | | | | | 1 | | | | 1 | |
| 07 | 04 | D | 117484 CANADIAN AMERICAN PT CORP | 1 | | | | | | | | | | | | | | |
| 03 | 05 | E | 119980 CAPITOL CHEMICAL CO | | | | | | | | | | | | | | | |
| 23 | 08 | E | 120228 CAPITOL PT MFG CORP | 1 | | | | | | | | | | | | | | |
| 44 | 12 | D | 120481 CARAM MFG CO | | | | | | | | | | | | | | | |
| 23 | 02 | D | 120735 CAROBOLINE CO ST L | | | 1 | | | | | | | | | | | 1 | |
| 09 | 02 | E | 120800 THE CARBORUNDUM CO | 1 | | 1 | | | | | 1 | | | | | | 1 | |
| 07 | 03 | B | 120815 THE CARBRO CHEMICAL | 17 | | 7 | 1 | | 2 | | | 1 | 2 | | 1 | | | |
| 23 | 08 | D | 121622 CARLOVA INCORPORATED | | | | | | | | | | | | | | | |
| 10 | 12 | G | 121742 FRANK P CARLSON INC | | | | | | | | | | | | | | | |
| 11 | 03 | E | 122724 CARNF CO | 2 | | 3 | 1 | | 1 | 1 | | | | | 1 | 1 | | |
| 10 | 08 | E | 122728 CARNIVAL TOY MFG COR | | | | | | | | | | | | | | | |

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